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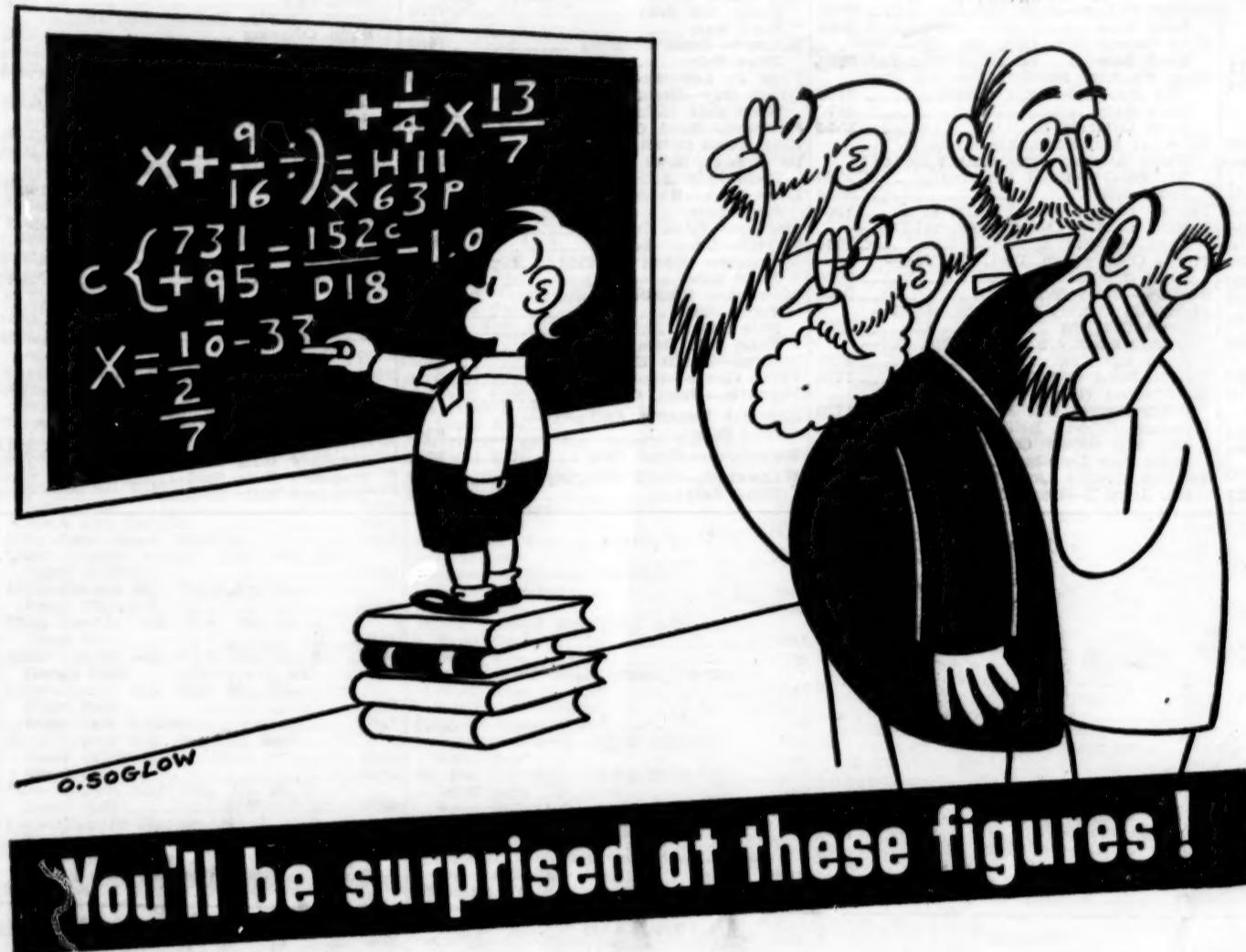
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Ashley County, Hamburg School Dist. No. 51—Bond Sale	1607	Niland Sanitary District—Bond Sale	1494	Grand Junction—Bond Offering	1930	Program Entails Huge Bond Issue	1715		
Bradley County—Bonds Sold	2690	Northern Marin County Water District—		Bond Sale	2254	Chicago Transit Authority—			
Phillip County, Helenawest Helena School District No. 2—High Bid	1607	Bond Offering	2362	Danbury Housing Authority—		Bond Issue Described	2150		
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Pocahontas—Bonds Sold	2576	Norwalk School District—		Note Sale	2150	Bond Offering	2690		
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Alta Local Hospital District—		Bond Sale	2798	Bond Sale	2576	Bond Sale Details	1930		
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Bonds Sold	2038	Bond Offering	2362	Note Offering	2150	Mitchell School City—Bond Offering	1608		
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Bond Sale	2576	Palo Alto Unified School District—		Additional Sale	1930	Bond Offering	2255		
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Bond Offering	2254	Bond Sale	2798	Bond Sale	2254	Bond Offering	2363		
Bond Sale	2576	Placer Hills Union Elementary School District—Bond Sale		Greenwich Housing Authority—		Bond Sale	2578		
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Bond Sale	1715	Richvale School Dist.—Bond Offering	2798	Note Sale	2150	Mitchell School City—Bond Offering	1608		
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Bond Sale	2038	Bond Sale	2690	Note Sale	1930	Bond Sale	2799		
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You'll be surprised at these figures!

- 80 million Americans own \$48 billion of U. S. Savings Bonds.
- 20,000 of the nation's 38,000 firms employing 100 or more persons are operating Payroll Savings Plans.
- 7,500,000 workers are buying an individual average of \$20 of Bonds per month.
- For the year 1948, sales of Series E Bonds exceeded redemptions by \$495,148,000. The net figure for all Series after redemptions and maturities was \$2,151,140,000.

What does all this mean to you? Well, it means first of all that your Treasury Department is successful in its program of increasing the nation's economic security by spreading the national debt. Secondly it means that most of the nation's business leaders recognize the value of the Payroll Savings Plan sufficiently to promote it within their companies.

For example...

To give you some idea of the Plan's growing popularity: 86,384 employees of a prominent electrical manufacturing company were investing in Bonds at the rate of \$30,005,270 as of the end of 1948. This is a gain of nearly 100% over 1947, when 45,000 employees participated in that company. The treasurer of a well-known shoe company reported that, of his concern's 19,060 employees, 9,240 were in the Plan and had invested \$146,807.32 in Bonds via deductions during the preceding month.

Why promote it?

We all know how buying Bonds builds an individual's future security. But there are *company* benefits too! Nation-wide experience shows that Payroll Savings increases each participating employee's peace of mind—makes him a more contented, more productive worker. It reduces absenteeism, lowers accident rates, increases output, and improves employee-employer relations.

It's easy to boost participation

1. See that a top management man sponsors the Plan.
2. Secure the help of the employee organizations in promoting it.
3. Adequately use posters and leaflets and run stories and editorials in company publications to inform employees of the Plan's benefits to them.
4. Make a person-to-person canvass, once a year, to sign up participants.

These first four steps should win you 40-60% participation. Normal employee turnover necessitates one more step:

5. Urge each new employee, at the time he is hired, to sign up.

Nation-wide experience indicates that 50% of your employees can be persuaded to join—without high-pressure selling. All the help you need is available from your State Director, U. S. Treasury Department, Savings Bond Division.

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